

# Hospital Profile: FAIRVIEW HOSPITAL

Great Barrington, MA  
Berkshire Health Systems  
Community, Disproportionate Share Hospital  
Berkshires Region

Fairview Hospital is a non-profit, acute care community hospital. It is among the smallest hospitals in Massachusetts, with 28 staffed beds. Fairview Hospital is located in the Berkshires region and represents 8% of all acute hospital staffed beds in the region. It was designated as a Critical Access Hospital (CAH) in 2012. It is a member of the Berkshire Health System. Fairview Hospital qualifies as a Disproportionate Share Hospital (DSH), as more than 63% of its gross patient service revenue is derived from government programs.

**PATIENTS** Thirty-five percent of all inpatient cases treated at Fairview Hospital are from Great Barrington.

**INPATIENT SERVICES** Compared with the other community-DSH hospitals, Fairview Hospital treats a greater proportion of lower-severity cases. In FY12, it accounted for 7% of all inpatient discharges from acute hospitals within the Berkshires region. Of note, based on its most common FY12 inpatient cases (DRGs), Fairview Hospital treated 16% of all Other Pneumonia cases and 16% of all Kidney and Urinary Tract Infection cases in the Berkshires.

**FINANCIAL PERFORMANCE** Fairview Hospital's total revenue in FY12 was \$46 million. Its FY12 public payer mix was 63%, the second lowest of all community-DSH hospitals. Fairview Hospital's FY12 inpatient cost<sup>+</sup> per case mix adjusted discharge was \$19,600, approximately 108% higher than the average community-DSH hospital, and the highest among all community-DSH hospitals. Fairview Hospital's CY12 average commercial payer price level was at the 75<sup>th</sup> percentile, the third highest among all community-DSH hospitals. It earned a surplus of \$2.6 million (5.7% total margin) in FY12, and it earned a surplus each year in the five year period.

## AT A GLANCE

**TOTAL STAFFED BEDS:** 28, among the smallest acute hospitals

**% OCCUPANCY:** 38%, < cohort avg. (61%)

**TOTAL REVENUE in FY12:** \$46 million

**PUBLIC PAYER MIX:** 63% (DSH\* Hospital)

**SPECIAL PUBLIC FUNDING:** ICB0

**TAX STATUS:** Non-profit

**TRAUMA CENTER DESIGNATION:** Not Applicable

**CY12 COMMERCIAL PAYER PRICE LEVEL:** 75th Percentile

**CASE MIX INDEX in FY12:** 0.65, lowest in cohort (avg. 0.89); < statewide (1.06)

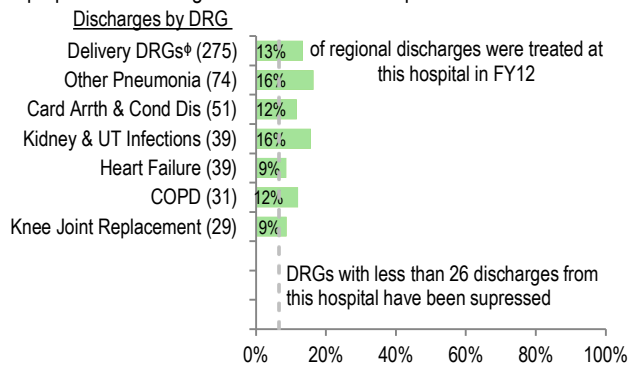
**INPATIENT:OUTPATIENT REVENUE in FY12:** 20%:80%

**TOTAL MARGIN in FY12:** 5.7% (\$2.6 million)

**CHANGE in OWNERSHIP (FY08-FY12):** Not Applicable

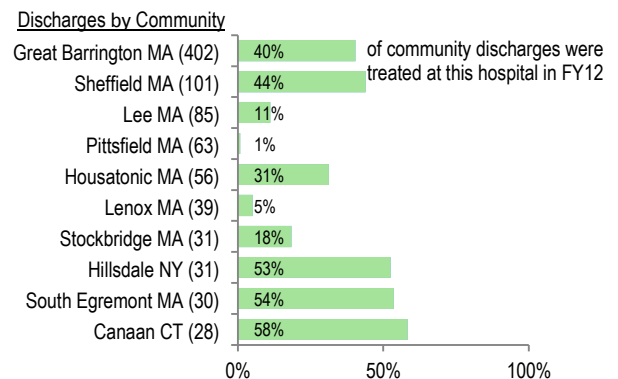
## SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital?  
What proportion of the region's cases did this hospital treat for each service?



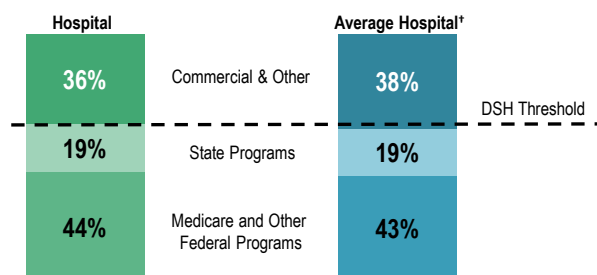
--- Hospital (1,164) = 7% of total regional discharges

Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



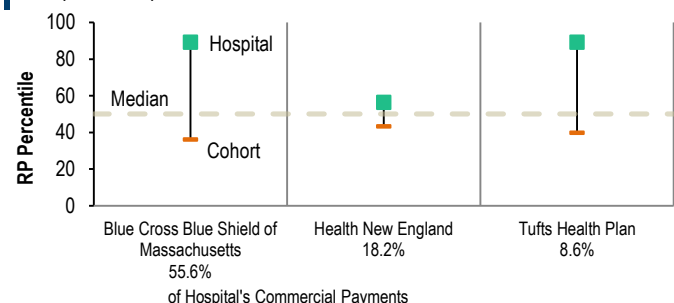
## PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?



Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?



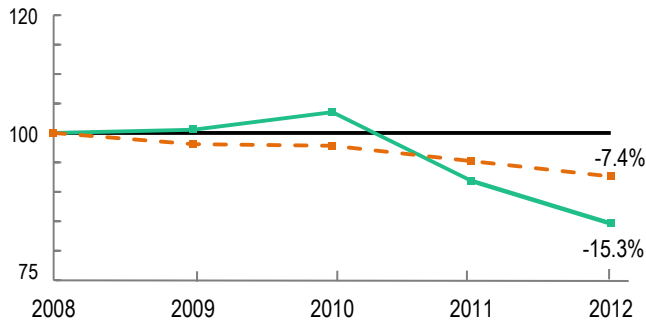
For descriptions of the metrics, please see Technical Appendix.

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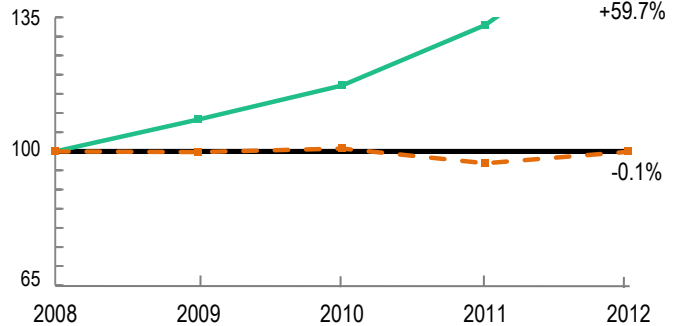
Cohort: Community, Disproportionate Share

## UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

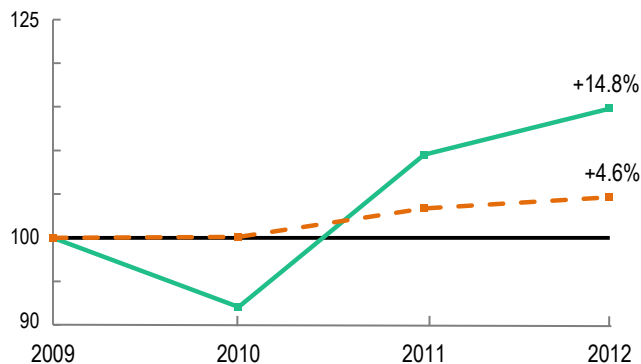


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

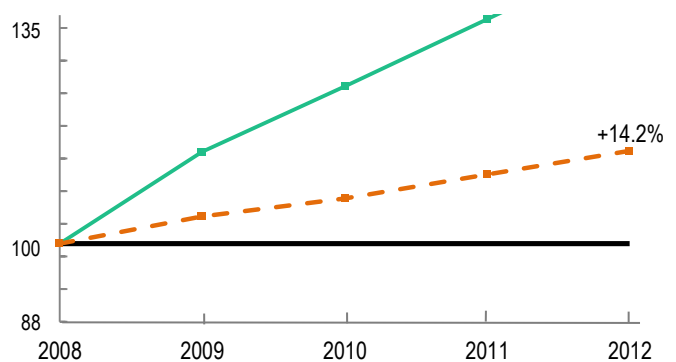


## COST TRENDS

How has the hospital's inpatient cost<sup>†</sup> per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)



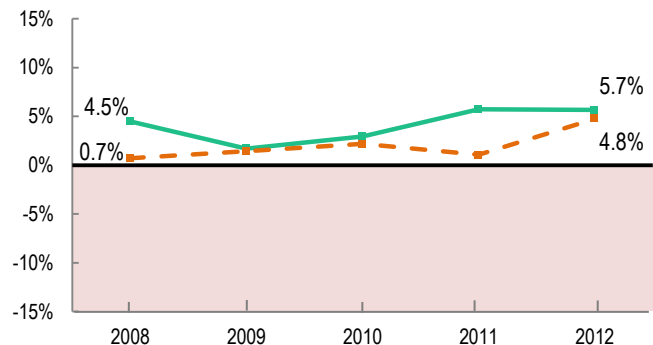
## FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?

### Revenue, Cost & Profit/Loss (in millions)

FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$35		\$34		\$1.6
2009	\$39	9.9%	\$38	13.2%	\$0.7
2010	\$40	3.7%	\$39	2.4%	\$1.2
2011	\$43	7.4%	\$41	4.3%	\$2.5
2012	\$46	6.0%	\$43	6.1%	\$2.6



For descriptions of the metrics, please see Technical Appendix.

For more information, please contact:

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[www.mass.gov/chia/hospitals](http://www.mass.gov/chia/hospitals)

**CHIA.**

<sup>†</sup> Costs were adjusted to exclude direct medical education costs and physician compensation.

\* Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

<sup>†</sup> For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS.)

\* Delivery DRG includes Cesarean and Vaginal Deliveries, and Neonate DRG.

<sup>†</sup> Average Hospital does not include Specialty hospitals.